METHOD AND SYSTEM FOR DEVELOPING TEACHING AND LEADERSHIP CHARACTERISTICS AND SKILLS

U.S. Patent Application Serial No. 10/016,905

Filed December 14, 2001

Attorney Docket No. D4701-00198

Exhibit D

Katharine_Nisbet@haygroup.com

To tlc@broadband.co.uk

CC

30/10/2000 18:13

Please respond to tlc@broadband.co.uk

Subject [TLC] More Design Sketches

Hi Rob (Mitchell)

Attached are the sketches of the pages which make up Headteachers Styles and Competencies Investigation. They correspond to the flowcharts VEST,HT1(1) and VEST, HT1(2).

Give me a call if anything doesn't make sense.

Katharine

(See attached file: HT Investigation design sketches.xls)

**** This e-mail and any attachments hereto are strictly confidential and intended solely for the addressee. It may contain information which is privileged. If you are not the intended addressee, you must not disclose, forward, copy or take any action in reliance of this e-mail or attachments. If you have received this e-mail in error, please delete it and notify us as soon as possible.

The anti-virus software used by Hay is updated regularly in an effort to minimise the possibility of viruses infecting our systems. However, you should be aware that there is no absolute guarantee that any files attached to this e-mail are virus free.

Hay Management Consultants, 52 Grosvenor Gardens, London SW1W 0AU, Tel (44) (0)20 7881 7000, Fax (44) (0)20 7881 7100, http://www.haygroup.com, http://www.haypaynet.com.

Registered in England and Wales No. 763575

Registered office address as above ****

To receive People Torque, the Hay Group newsletter, please register at http://peopletorque.haygroup.co.uk

Links to Hay Group websites: http://www.transforminglearning.co.uk, http://www.haypaynet.com

The information contained in this e-mail is intended solely for the addressee. It may contain confidential information that is privileged or exempt from disclosure by law and if you are not the intended recipient, you must not forward, copy, distribute or take any action in reliance on it. If you have received this e-mail in error, please notify the sender immediately and delete from your system.

The anti-virus software used by Hay Group is updated regularly to minimise the possibility of viruses infecting our systems. However there is no implied guarantee that any files attached to this e-mail are virus free.

Hay Group Registered office address: 33 Grosvenor Place, London SW1X 7HG Tel +44 (0)20 7856 7000 Fax +44 (0)20 7856 7100

Registered in England and Wales No. 763575

NTRODUCTION TO ACTION PLANNING

2162

Now that you have explored your feedback and chosen which dimensions to concentrate on you will now have the opportunity to consider what may assist you in developing further these dimensions. When you move to the next screen you will be shown a table of your chosen priorities. You will be able to development of a particular dimension. You will be given suggestions to include in your action plan that further investigate these dimensions, to understand which leadership styles would support the will assist in adopting a style based upon your leadership styles feedback.

You will be given an explanation of the characteristic and you may choose to investigate how to develop a In addition you can explore the personal characteristics which relate to the dimension you have chosen. particular characteristic. Because behaviour change requires sustained effort and commitment it is unrealistic to try to develop more than two characteristics at any one time.



1.00
25.00
1013
ഗ
ш
-
N
- Labora :
PRI
03
100
Z
اللا
In
100
Ö
Ö
Ö
ŎH:
CHO
CHO
R CHO
R CHO
JR CHO
UR CHO
OUR CHOSEN PRIORITIES

Introduction

You can hover over each cell to get some more detail about the impact of each style on the feedback.

G1a

G16e

Coercive Authoritative Affiliative Democratic Pacesetting Coaching

apaga wasana at ma	SWARE UP AND AND	E-Market Bernard Street
Valuable	Extremely Valuable	Valuable
Not Not Not Recommend Recommended ed d	Not Extremel Recommended Valuable	Not Recommen ded
Not Recommende d	Extremely Valuable	Not Not Recommen Recommen ded ded
Not Recommend ed		Use with Not Care Rec
Extremely Valuable	Of Short-Term Valuable Value	Valuable
Clarity Of Short- Extremely Term Value Valuable	y Not Of Sh Recommend Value ed	Not Recomme nded
larity	Flexibility Not Rec	Reward Not Rec

Secondary Of those styles which have a positive impact on your chosen dimensions, this how your raters observe you using them:

Dominant Secondary Infrequent Secondary

Which style would you like to work on - select one by clicking on the name above

This is an example of the text which needs to hover over each of the cells above

	Coercive	Authoritative	Affiliative	Democratic	Pacesetting	Coaching
	Using a Coercive		An Affiliative approach is Using a Democratic A Pacesetting style is Adopting a	Using a Democratic	e is	Adopting a
	Style may help you	Authoritative Style will	unlikely to create Clarity Style will neither help not helpful when	Style will neither help		Style can e
	clarify roles and		and in some cases may	clarify individual roles		staff to exp
	repsonsibilities in the	epsonsibilities in the the big picture and set	even obscure it further.	nor will it enable you places insufficient		implications
	short term, but it will	short term, but it will the vision for the school		to set out the mission emphasis on	emphasis on	role in conr
5	not help staff	so everyone knows how		for the school's	explaining and testing with the dire	with the dire
	understand the big	they help drive		future.	understanding.	school is ta
	picture and how they improvements.	improvements.				
	contribute to wider					
	school goals.					

AUTHORITATIVE

G16j

some concern. Refresh your memory of what the Authoritative Style does and doesn't involve, referring back to the Conceptual Framework. Take time to work through what you are feeling. Your colleagues perceive you using the Authoritative Style extensively and this causes you

Here are some actions which may help you to develop your use of the above style. You may click on any or all of the these actions and they will be saved directly into your action planner for your use later in the process.

Text Text Action 1:

Text Action 2: Action 3: If you wish to type in your own action points please. click here to activate the Jotter. Anything you type will be saved to the action planner

JOTTER (saving to action plan)

> the next button. However, we would like to point out how useful it is to start thinking If you do not wish to select or type in any action points at this stage, please click on about action planning at this stage.

NEXT

Which Characteristics Impact on the Style you have Chosen?

You can hover over a characteristic to get a brief definition of what it means. If you would like to select a characteristics to work on, click in the box to the left of the characteristics and we will ask you some questions to identify what actions would be most useful to you.

Style: AUTHORITATIVE
Characteristics: Strategic thinking
Impact and Influence

Drive for Improvement
Transformational Leadership
Holding People Accountable
Challenge and Support
Understanding Others
Information Seeking

TAKING ACTION ON STRATEGIC THINKING

J1b

Recognising relevant patterns in a complex, highly detailed environment and making sense of links and influences within and outside the school. This includes thinking creatively to solve problems or issues. Do you want to know more about what this characteristic involves in practice and how easy it will be for you to develop?

What lies behind this? Please work look at the question below to see whether this is the reason behind the blockage. If it is click yes and we will display a list of actions from which you can choose the ones you want to do. If it is not then click No and another question will appear

Show question text (changes to the next iceberg question if the answer is NO

YES

Explanation of ST at relevant iceberg level	
	OU Se
List of actions to be selected and saved to action planner Action 1: Action 2: Action 3:	
If you wish to type in your own action points please click here to activate the jotter. Anything you type will be saved to the action planner:	JOTTER (saving to action plan)
Return to list of Characteristics	

METHOD AND SYSTEM FOR DEVELOPING TEACHING AND LEADERSHIP CHARACTERISTICS AND SKILLS

U.S. Patent Application Serial No. 10/016,905

Filed December 14, 2001

Attorney Docket No. D4701-00198

Exhibit <u>E</u>

Beccy_Wallace@haygroup.com

·To tlc@broadband.co.uk

CC

Subject [TLC] Background questionnaires

27/10/2000 13:40

Please respond to tlc@broadband.co.uk

Here they are - please discard earlier versions (sorry about that!). Far too many subjects now, I think - we will need to pilot! Cheers
Beccy

(See attached file: School background questionnaire.doc)(See attached file: new Create Set And Nominate Raters Text - T.doc)(See attached file: new Background Questionnaires HT and T.doc)

**** This e-mail and any attachments hereto are strictly confidential and intended solely for the addressee. It may contain information which is privileged. If you are not the intended addressee, you must not disclose, forward, copy or take any action in reliance of this e-mail or attachments. If you have received this e-mail in error, please delete it and notify us as soon as possible.

The anti-virus software used by Hay is updated regularly in an effort to minimise the possibility of viruses infecting our systems. However, you should be aware that there is no absolute guarantee that any files attached to this e-mail are virus free.

Hay Management Consultants, 52 Grosvenor Gardens, London SW1W 0AU, Tel (44) (0)20 7881 7000, Fax (44) (0)20 7881 7100, http://www.haygroup.com, http://www.haypaynet.com.

Registered in England and Wales No. 763575

Registered office address as above ****

To receive People Torque, the Hay Group newsletter, please register at http://peopletorque.haygroup.co.uk

Links to Hay Group websites: http://www.haygroup.co.uk, <a href

The information contained in this e-mail is intended solely for the addressee. It may contain confidential information that is privileged or exempt from disclosure by law and if you are not the intended recipient, you must not forward, copy, distribute or take any action in reliance on it. If you have received this e-mail in error, please notify the sender immediately and delete from your system.

The anti-virus software used by Hay Group is updated regularly to minimise the possibility of viruses infecting our systems. However there is no implied guarantee that any files attached to this e-mail are virus free.

Hay Group Registered office address: 33 Grosvenor Place, London SW1X 7HG Tel +44 (0)20 7856 7000 Fax +44 (0)20 7856 7100

Registered in England and Wales No. 763575

1D Version drafted by Steve Lams – 6-Oct-00 2D Version drafted by Katherine Nisbet – 17-Oct-00

IR10 BACKGROUND SCHOOL QUESTIONS (For research purposes)

Please spend a few moments to complete this short background questionnaire about your school. The information you provide will allow us to understand the data better and over time improve the service we offer you.

1.	How n	[1]					
	[type	in number of pupils]					
2.	What phase is your school classified as? [2]						
	<u> </u>	Nursery Primary					
		Prompt if Primary or Nursery clicked: We have designed a questionnaire w for 'Key Stage 2' pupils with a reading and above. If you feel that some or pupils are capable of completing this we advise that a classroom assistant with the pupil and helps them to a questions and response options.	g age of seven f your younger questionnaire, or parent sits				
·	0 0 0	Middle-deemed primary Middle-deemed secondary Secondary Special Other [type in phase]					
3.	Which as app	year groups are there in your school? ply]	[Click as many [3a-3o]				
	□ nursery □ reception □ year 1 □ year 2 □ year 3 □ year 4 □ year 5 □ year 6						

1D Version drafted by Steve Lams – 6-Oct-00 2D Version drafted by Katherine Nisbet – 17-Oct-00

	☐ yea☐ yea☐ yea☐ yea☐ yea☐ yea☐ yea☐ gea☐ gea☐	or 8 or 9 or 10 or 11 or 12	
4.	What meals	percentage of pupils at your school receive free?	e school [4]
	[type	in]%	
5.		percentage of pupils at your school have Englisonal Language?	sh as an [5]
	[type	in]%	
6.	1 woH	many teachers are there in your school?	[6]
	[type	in number of teachers]	
7.	What	is your admissions policy at your school?	[7]
	0 0	Comprehensive Selective Not applicable	
8.	Is you	ur school denominational?	[8]
	0	Church of England Other denopmination Not denominational	
9.		n of the following most closely describes the sta school?	tus of [9]
		luntary □ Community □ Foundation dependent □ Other	
10.	Wher	n was your last Ofsted inspection?	[10]

1D Version drafted by Steve Lams – 6-Oct-00 2D Version drafted by Katherine Nisbet – 17-Oct-00

[Input month and year] or 'not applicable'

11. When is your next Ofsted inspection?

[11]

[input month and year] or 'not applicable'

- 12. Is your school classified as any of the following: (please click as many as apply) [12]
 - Beacon School
 - Community Technology College
 - City Academy
 - Fresh Start School
 - In Special Measures
 - Serious Weaknesses
 - Specialist School [type in]
 - Other [type in]

CREATE SETS AND NOMINATE RATERS - TEACHERS

CSNR1

Part of the process of using Transforming Learning involves the collection and analysis of data — both from you (the user) and from your pupils too. We do this by using on-line questionnaires which you and your pupils (your raters) fill in. Over time you can track the progress of this class — therefore, if you have decided on the class you wish to use, it is important to give this class a memorable name for future use. You will then be asked to record the names of seven pupils from that class whom you would like to involve in the process.

CSNR2

Please enter the name of your class here (e.g. 111A or Geography Year 4):

[NEED CONFIRMATION PROCESS ETC]

CSNR 3 Set creation questionnaire - TEACHERS:

Please answer as many of the following questions as you can. These questions are particularly about **[enter name of class]**. All of your answers to these questions will be used for research purposes, to help us to provide a better service to you in the future. However, most of these questions will also be used for preparing your personalised feedback, so that we can make sure that your feedback as tailored to your specific circumstances as possible.

a) Hov	□ les □ mo □ 1 y □ 2 y	s than ore tha ear ears	1 term	ı m but le	ing this c			[a1] [a2] [a3] [a4] [a5]
b)	Do yo	ou tea	ch this	class in	a classroc	om?		
	□ ye	S	□ r	าด				[b]
						n questior the data	ns and que. base]	stions 2
c)	Do yo	ou set	homew	ork?				
	□ уе	S	□ 1	10				[c]
	-	o – dro e data		tions 10), 23 and	25 – leave	e these fiel	lds blank
d)		•	_	do you l as apply	nave in th	is class?		
				III	□IV	□V	[d1 to	o d5]
e)		•		do you as apply		this class?	•	
		□ 2		□ 4	□ 5	□ 6	5	
	□ 8	□ 9	□ 10		□ 12	□ 13		_
							[e1 to	o e13]

1D Version drafted by Steve Lams - 30-Jul-07

f)	What is the MAIN subject that you teach this class? (Please click only ONE answer - if you work in a primary school, please cross the "General Primary" box only) [f]
_	it possible to show only the appropriate options re?]
	Primary teachers:
	☐ General Primary (all or most subjects)
	☐ English/literacy
	☐ Maths/numeracy
	☐ Pastoral
	☐ Special Educational Needs
	☐ Other subject
	Secondary Teachers:
	☐ Maths (including statictics)
	☐ English (incl. drama)
	□ Welsh
	☐ Modern Foreign Languages
	☐ Other languages
	☐ Physics
	☐ Chemistry
	☐ Biology
	☐ Combined/integrated science
	☐ Other science
	□ Information Technology
	☐ Art, Craft and design
	□ Design and Technology (excluding information technology)
	☐ Music
	□ RE
	☐ Geography
	☐ History
	☐ Social Sciences (including sociology, economics, politics etc.)

lext	All Pre-question	ialle Completion Processes
	1D Version drafted by Steve Lams - 30-Jul-03	7
	☐ Physical Education	
	☐ Special Educational Needs	
	☐ Pastoral	
	☐ Other [specify]	
g)	Typically, how many pupils do you have in	n this class? [g]
	☐ 5 or fewer	
	□ 6-10	
	□ 11-15	
	□ 16-20	
	□ 21-25	
	□ 26-30	
	□ 31-35	
	□ over 35	
h)	What percentage of pupils in this class ha Additional Language?	ve English as an
	[enter]%	[h]
	[prompt text later?]	
i)	[is it possible to show only the options here?]	appropriate
	-Sec [For Secondary Teachers only]:	[i-sec]
	Do the majority of pupils in this of age of at least 11?	lass have a reading
	☐ Yes ☐ No	
	[prompt text later?]	
	<pre>– Pri [For Primary Teachers only]:</pre>	[i-pri]
	Do the majority of pupils in this of age of at least 7?	class have a reading

☐ Yes

[prompt text later?]

□ No

CSNR4

[THIS IS GOING TO CHANGE - PULLING ANSWERS TO h) and i) as well as f).]

You have identified this class as being a Special Needs class. You need to select the type of questionnaire that you want your raters to complete. The "Secondary School" questionnaire asks for answers on a six point scale asking pupils to assess their classroom both now and in an ideal world. This questionnaire is designed for and has been tested on pupils with a reading age of 11 and above. The "Primary School" questionnaire uses a four point scale and has simpler questions focusing only on the current climate. This has been tested on pupils with a reading age of seven and above. This version can be used on pupils with a reading age of less than seven, provided a classroom assistant or parent sits with the pupils and checks they understand each question and the response options. Please select the questionnaire type you wish to use.

CSNR5

You now need to select seven raters from your chosen class. Please enter their names and e-mail addresses in the boxes provided. Where individual e-mails are available, raters will be notified automatically with details of how to complete the questionnaires. Where no e-mail is available, please leave that field blank and use the "print" feature, which will print a sheet per rater with the relevant details that you can then pass to them.

You will be able to change raters names and details if need be in the future.

CSNR6

One or more of the e-mail addresses you entered does not follow a recognised format (i.e. name@place.ext). Please check the e-mail addresses and amend as necessary. Remember you can delete the e-mail address and default to printing the information and distribute it manually.

CSNR7 [Same as CSNR_HT7]

CSNR8 [Same as CSNR_HT8]

CSNR9 [Same as CSNR_HT9]

CSNR10 Would you like to create another class profile?

CSNR11 You need to nominate a full set of seven raters. Please go back and enter more rater names.

- CSNR 12 You are not allowed to set-up another class at this point in time. Are you trying to edit your existing class information?
- CSNR13 Click on the print button to create a print-out for each rater.

Background Questionnaires HT & T

3Q1	неа	ateacher int	ro				
316b	Hea	dteacher Asp	oirations que	estions			
3Q2	HEA	DTEACHER	BACKGROU	ND QUESTIC	ONS		
	1. 2.		r your full nar r your title (M	ne: r/Ms/Dr etc.)	[]	[1] [2]
	3.		□ 26-30 □ 46-55	□ 31-35 □ 56-65	□ 0	ver 65	[3]
	4.	Are you?	□ Male	□ Female			[4]
	5.	Have you b	een a particip	ant on:			[5]
		LPSINPQNeith	Н				
	6.	For how ma		ve you been	a hea	dteach	ner (in [6]
		□ less than	1	□ 1-2		□ 3-	5
		□ 6-10	□ 10-20	□ more t	han 2	0	
	7.		any years ha ENT school?	ive you been	a hea	idteach	ner in [7]
		☐ less than	1	□ 1-2		□ 3-	5
		□ 6-10	□ 10-20	□ more t	:han 2	0	
	8.	For how n □ less than	• •	nave you bee □ 1-2	en in te	eachin	
		□ 5-7	□ 8-10	□ 10-20			

14.

☐ more than 20

9. What percentage of your time is spent teaching? [9] [type in]% How many O-levels / GCSEs or equivalents do you 10. have? [10] $\Box 1 \Box 2 \ \Box 3 \ \Box 4 \ \Box 5$ □ 9 □ 6 \Box 7 \Box 8 □ 10 or more 11. How many A-levels or equivalents do you have? \square 2 \square 3 ☐ 4 or more \Box 1 $\lceil 11 \rceil$ 12. Do you have a degree in a subject other than education? [12] ☐ Yes, Honours ☐ Yes, but not Honours □ No 13. Do you have a formal teaching qualification? [13] □ BEd ☐ Cert.Ed □ PGCE □ Other □ No

How would you describe your ethnic origin?

□ Other

☐ Afro-Caribbean ☐ Asian

☐ Oriental

[14]

☐ Caucasian

BQ3	Tea	ener mire					
Bk2	Teac	her Aspirations	questions				
BQ4	Tea	cher backgr	ound quest	ions			
	[NE	ED SOME EX	XPLANATOR	Y TEXT HERE]			
	1. 2.		er your full na er your title (N	me: 1r/Ms/Dr etc.)	[]	[1] [2]
	3. `		□ 26-30 □ 56-65			□ 36	[3] -45
	4.	Are you?	□ Male	□ Female			[4]
	5.	Which key apply) □ I	stages do y∙ □ II	ou teach? (cros □ III	s as	many [5a to	o 5e]
	6.	Which year apply) □ 1 □ 6 □ 11	□ 2	you teach? (cro 3 8 13	ss a		o 6m]
	7.	if you wor		MAINLY? (Pleas ry school, pleas conly)			
		it possible re?]	to show o	nly the approp	oria	te opt	ions
		Primary to	eachers:				
		☐ General	Primary (all o	r most subjects)			
		□ Enalish/l	iteracv				

8.

	☐ Maths/numeracy	
	□ Pastoral	
	☐ Special Educational Needs	
	☐ Other subject	
	Secondary Teachers:	
	☐ Maths (including statictics)	
	☐ English (incl. drama)	
	□ Welsh	
	☐ Modern Foreign Languages	
	☐ Other languages	
	☐ Physics	
	☐ Chemistry	
	☐ Biology	
	☐ Combined/integrated science	
	☐ Other science	
	☐ Information Technology	
	☐ Art, Craft and design	
	☐ Design and Technology (excluding information technology	nology)
	☐ Music	
	□ RE	
	☐ Geography	
	☐ History	
	☐ Social Sciences (including sociology, economics, polietc.)	tics
	☐ Physical Education	
	☐ Special Educational Needs	
	□ Pastoral	
	□ Other [specify]	
٧	Vhat is your typical class size?	[8]
	□ 5 or fewer	

	□ 6 - 10			
	□ 11-15			
	□ 16-20			
	□ 21-25			
	□ 26-30			
	□ 31-35			
	□ over 35			
	•	ı hold (pleas	n addition to cla e click only the	
	□ Class tu	tor		
	☐ Head of	Year		
	☐ Head of	upper schoo	ol/lower school	etc.
	□ Other p	astoral role		
	☐ SENCO			
	☐ Curricul	um coordina	tor	
	☐ Second	in departme	nt	
	☐ Head of	department		
	☐ Member	r of SMT		
	☐ Other (please specif	y):	
-				
10.	For how m	nany years h	ave you been a	a teacher? [10]
	□ less tha	n 1	□ 1-2	□ 3-4
	□ 5-7	□ 8-10	□ 10-20	
	П more th	nan 20		

11. curr	For how many years have you been teaching in your rrent school? [11]				
	□ less tha	n 1	□ 1-2	□ 3-	5
	□ 6-10		□ 11-20		
	☐ more th	an 20			
12. have		O-levels / GO	CSEs or equivaler	nts do y	you [12]
	□ 1	□ 2	□ 3	□ 4	□ 5
	□ 6	5 7	□ 8	□ 9	
	□ 10 or m	ore			
13.	How many	A-levels or e	quivalents do yo	u have	?
	\Box 1	□ 2	□ 3		[13]
	☐ 4 or mo	re			
	Do you ha	ve a degree ir	a subject other	than	[14]
	☐ Yes, Ho	nours			
	☐ Yes, but	not Honours			
	□ No				
			it in the main su ly related subjec		ou [15]
	□ Yes	□ No			
16.	Do you ha	ve a formal te	aching qualificat	ion?	[16]
,	□ BEd □ No	□ Cert.Ed	□ PGCE	□ Ot	her
17.	How would	l you describe	your ethnic orig	in?	[17]
	☐ Afro-Cai	ribbean	□ Asian		
		an		□ Or	iental

18.	On which pay scale are you paid?	[18]
	□ Pre-threshold	
	□ Post-Threshold	
	☐ AST (Advanced Skills Teacher)	
	☐ Senior Teacher (Including Heads' and Deputies	s '
	scale)	
	□ Other	

BQ5 Static: thank you and move on

METHOD AND SYSTEM FOR DEVELOPING TEACHING AND LEADERSHIP CHARACTERISTICS AND SKILLS

U.S. Patent Application Serial No. 10/016,905

Filed December 14, 2001

Attorney Docket No. D4701-00198

Exhibit F

Beccy_Wallace@haygroup.com

To tlc@broadband.co.uk

CC

Subject [TLC] Text selection algorithms...

24/10/2000 16:41

Please respond to tlc@broadband.co.uk

Well folks, here is my first bash at the text selection algorithms for the feedback charts (the sketches I sent over earlier might be helpful too...). Any comments welcome, of course! (Wee message to Rob Mitchell - you might find the descritpions in the algorithms helpful for understanding how the charts will work.) Bye then Beccy

(See attached file: Feedback Text Selection Algo specs.doc)

**** This e-mail and any attachments hereto are strictly confidential and intended solely for the addressee. It may contain information which is privileged. If you are not the intended addressee, you must not disclose, forward, copy or take any action in reliance of this e-mail or attachments. If you have received this e-mail in error, please delete it and notify us as soon as possible.

The anti-virus software used by Hay is updated regularly in an effort to minimise the possibility of viruses infecting our systems. However, you should be aware that there is no absolute guarantee that any files attached to this e-mail are virus free.

Hay Management Consultants, 52 Grosvenor Gardens, London SW1W 0AU, Tel (44) (0)20 7881 7000, Fax (44) (0)20 7881 7100, http://www.haygroup.com, http://www.haypaynet.com.

Registered in England and Wales No. 763575

Registered office address as above ****

To receive People Torque, the Hay Group newsletter, please register at http://peopletorque.haygroup.co.uk

Links to Hay Group websites: http://www.transforminglearning.co.uk, http://www.haypaynet.com

The information contained in this e-mail is intended solely for the addressee. It may contain confidential information that is privileged or exempt from disclosure by law and if you are not the intended recipient, you must not forward, copy, distribute or take any action in reliance on it. If you have received this e-mail in error, please notify the sender immediately and delete from your system.

The anti-virus software used by Hay Group is updated regularly to minimise the possibility of viruses infecting our systems. However there is no implied guarantee that any files attached to this e-mail are virus free.

Hay Group Registered office address: 33 Grosvenor Place, London SW1X 7HG Tel +44 (0)20 7856 7000 Fax +44 (0)20 7856 7100

Registered in England and Wales No. 763575

Transforming Learning Algorithm/Chart/Table Summary Document

HF2a

Gap and absolute levels text algorithm - climate dimensions

Flow diagram ref:

FEED HT1 (1)

Owned by: Category: Deadline:	SL Feedback 15-Oct	Status: (Discussed, Dummy, D1, D2, QA, BB, XPT) Date:	Discussed D1 21/10/00
Authorship team:	BW	Challenge:	В
Notes:	This has been greatly simplified – a 'text selection matrix' may not be required, but rather just a text matrix	Type: Text S	election for charts
	Xa to Xr (x6), Xw to Xz (x6) and (i) to (x) are items of text, to be defined (need to be amendable in future) – making up text matrix C1f	Time 2: F	FEED HT2 (1)
	DO WE NEED TO INTRODUCE A FIFTH 'CHART' TO THE FLOW DIAGRAMS – THE FOCUS CHART?		

Text selection algorithm serves four different charts (we are calling these 'chart elements'), and summary information, in the following order:

- AS-IS

- comparison of self actual and ideal scores

AS-AR

- comparison of self and average rater actual scores

– AR-IR

- comparison of average rater actual and ideal scores

AR-norms

- comparison of average rater scores with norm scores

Summary information

The charts build up, one element at a time, until data for all four charts are shown on the same screen. As each chart element appears, any previously shown elements fade into the background, and, on the same screen, a single item of text is shown for the current element of the chart (selected using gap markers and data markers, as appropriate, as shown below). An individual brings up the next chart element by choosing the next button. It is envisaged that the intro text to each chart (shown as a separate item on the flow diagrams) may also be shown on the same screen as the charts (somewhere at the top of the screen).

Finally, when the user chooses the 'next' button from the fourth element, all four chart elements stay on the screen, but this time a particular element of the chart is highlighted as the area for focus (other elements fade into the background). There is also a piece of summary text that describes the area on which an individual should focus their efforts — this area for focus and hence the summary text and chart element for highlighting is selected based on the pattern of scores across the four chart elements. In addition to the summary text, all four items of text (for each chart element) re-appear together on the final chart screen, with a highlight/arrow (or something) indicating the item for focus. Also on the same screen, there will be some static text describing the move to the next dimension or the move to the next activity if this is the last dimension.

All text selections are per dimension:

Different text will be shown for each dimension.

The following describes dimension X

(therefore, there are 6 items of text for each condition listed below – one for each of the six dimensions)

AS-IS text based on AS-IS gap marker (derived by algo HQ23):

If gap marker = blank, then blank

Else If gap marker = 1, then show text [Xa]

Else If gap marker = 2, then show text [Xb]

Else If gap marker = (3, 4 or 5), then show text [Xc]

Else If gap marker = 6, then show text [Xd]

Else show text [Xe]

AS-AR text based on AS-AR gap marker (derived by algo HQ25):

Two pieces of text shown – one on dimension as a whole and one on sub-dimension driver. Sub-dimensions are flagged as drivers (or not) in HQ25 – data drawn on here. If there is no driver for a given dimension, no additional text is shown.

For dimension as a whole:

If gap marker = blank, then blank

Else If gap marker = 1, then show text [Xf]

Else If gap marker = 2, then show text [Xg]

Else If gap marker = (3, 4 or 5), then show text [Xh]

Else If gap marker = 6, then show text [Xi]

Else show text [Xj]

For sub-dimension driver – only for the five dimensions with sub-dimension driver calculated (ie. not team commitment - see algo HQ25) – this text appears as a separate sentence below first piece of text:

If dimension is valid, then...

If dimension is 'Flexibility' and 'Bureaucracy Minimised' is driver, then show text (i)

Else if dimension is 'Flexibility' and 'Innovation' is driver, then show text (ii)

Else if dimension is 'Responsibility' and 'Autonomy' is driver, then show text (iii)

Else if dimension is 'Responsibility' and 'Risk Taking' is driver, then show text (iv)

Else if dimension is 'Standards' and 'Improvement' is driver, then show text (v)

Else if dimension is 'Standards' and 'Excellence' is driver, then show text (vi)

Else if dimension is 'Rewards' and 'Performance Based Rewards' is driver,

then show text (vii)

Else if dimension is 'Rewards' and 'Recognition' is driver, then show text (viii)

Else if dimension is 'Clarity' and 'Mission and Direction' is driver, then show text (ix)

Else if dimension is 'Clarity' and 'Organisation and Expectations' is driver, then show text (x)

Else if dimension is 'Team Commitment', then show no extra text

AR-IR text based on AR-IR gap marker (derived by algo HQ24):

If gap marker = blank, then blank

Else If gap marker = 1, then show text [Xk]

Else If gap marker = 2, then show text [XI]

Else If gap marker = (3, 4 or 5), then show text [Xm]

Else If gap marker = 6, then show text [Xn]

Else text [Xo]

AR-norms text based on AR-norms data marker (derived by algo HQ22):

If data marker = blank, then show blank

Else If data marker = 1, then show text [Xp]

Else If data marker = 2, then show text [Xq]

Else show text [Xr]

Summary text

If AS-AR gap marker \neq (3, 4, 5 or 6), then AS-AR gap is area for focus and show summary text [Xw] and highlight AS-AR text/chart

Else if AR-IR gap marker \neq (3, 4, or 5), then AR-IR gap is area for focus and show summary text [Xx] and highlight AR-IR text/chart

Else if AR-norms marker = (1 or 2), then AR-norms comparison is area for focus and show text [Xy] and highlight AR-norms text/chart

Else user is a super dooper whizz kid, mate,

and show text [Xz] and highlight AR-norms text/chart

Transforming Learning Algorithm/Chart/Table Summary Document

HF2b

Gap and absolute level text algorithm - overall climate

Flow diagram ref: FEED HT1 (1)

Owned by:	SL	Status:	Discussed
Category:	Feedback	(Discussed, Dummy, D1, D2, QA, BB, XPT)	D1
Deadline:	15-Oct	Date:	21/10/00
Authorship team:	BW	Challenge:	В
Notes:	[a], [b] and [c] are parameters to be defined following norm dataset analysis	Type: Text Selection for charts	
	A to J are pieces of text (making up text matrix C7d)	Time 2:	FEED HT2 (1)

This text selection algorithm serves two separate charts that appear on separate screens and each shows all dimensions together:

- SA-RA
- self actual—rater actual gaps (modulus thereof!)
- RA-norms
- all RA data with zig-zag norm lines behind

Each chart may have displayed with it the intro text (shown as a different element on the flowchart) and will have displayed with it the text selected by this algorithm.

SA-RA chart

The text is selected using an average of the modulus of the SA-RA gap and RA-RI gap scores for all dimensions (ie. always positive). If (and only if) there is no significant SA-RA gap (overall average is less that [a]), then text for overall RA-RI gap is induced:

Calculating the overall averages:

- 'Overall Average Modulus SA-RA gap' = average (|SA-RA scores for each dimension|)
- 'Overall Average Modulus RA-RI gap' = average (|RA-RI scores for each dimension|) (where missing data/invalid dimensions = blank, not zero)

Selecting the text (X = number of valid dimensions):

If 'Overall Average Modulus SA-RA gap' < [a],

(then show text A

AND If 'Overall Average Modulus RA-RI gap' < [c], then show text D Else If (>(X/2) RA-RI gaps) are negative, then show text E

Else show text F)

Else if 'Overall Average Modulus SA-RA gap' \geq [b] then show text C Else show text B

AR-norms chart

Text is selected based on the pattern of AR-norm results across all the dimensions:

Looking at all valid dimensions:

If CSI AR-norm data marker (derived in HQ22) = Low [= 1] for all dimensions, then show text G

Else if CSI AR-norm data marker (derived in HQ22) = Medium [= 2] for all dimensions, then show text H

Else if CSI AR-norm data marker (derived in HQ22) = High [= 3] for all dimensions, then show text I

Else show text J

[or other combinations? Such as none low/none high?]

Transforming Learning Algorithm/Chart/Table Summary Document

TF2a

Secondary teachers Gap and Absolute Level Text Algo - per dimension (2)

Flow diagram ref:

FEED ST1

Owned by: Category: Deadline:	SL Feedback 15-Oct	Status: (Discussed, Dummy, D1, D2, QA, BB, XPT) Date:	Discussed D1 21/10/00
Authorship team:	BW	Challenge:	В
Notes:	THIS IS CURRENTLY IDENTICAL IN STRUCTURE TO THE FIRST PART OF HF2a (but draws off different dimensions,	Type: Text Selection for charts	
	obviously) Xa to Xr and Xw to Xz are items of text (x9), to be defined (need to be amendable in future) in text matrix Ca6 – these are different from the text items in HF2a	Time 2:	FEED ST2
	This has been greatly simplified – a 'text selection matrix' may not be required, but rather just a text matrix		
	DO WE NEED TO INTRODUCE A FIFTH 'CHART' TO THE FLOW DIAGRAMS – THE FOCUS CHART?		

Text selection algorithm serves four different charts (we are calling these 'chart elements'), and summary information, in the following order:

AS-IS

- comparison of self actual and ideal scores

– AS-AR

- comparison of self and average rater actual scores

– AR-IR

- comparison of average rater actual and ideal scores

- AR-norms

- comparison of average rater scores with norm scores

Summary information

The charts build up, one element at a time, until data for all four charts are shown on the same screen. As each chart element appears, any previously shown elements fade into the background, and, on the same screen, a single item of text is shown for the current element of the chart (selected using gap markers and data markers, as appropriate, as shown below). An individual brings up the next chart element by choosing the next

button. It is envisaged that the intro text to each chart (shown as a separate item on the flow diagrams) may also be shown on the same screen as the charts (somewhere at the top of the screen).

Finally, when the user chooses the 'next' button from the fourth element, all four chart elements stay on the screen, but this time a particular element of the chart is highlighted as the area for focus (other elements fade into the background). There is also a piece of summary text that describes the area on which an individual should focus their efforts—this area for focus and hence the summary text and chart element for highlighting is selected based on the pattern of scores across the four chart elements. In addition to the summary text, all four items of text (for each chart element) re-appear together on the final chart screen, with a highlight/arrow (or something) indicating the item for focus. Also on the same screen, there will be some static text describing the move to the next dimension or the move to the next activity if this is the last dimension.

All text selections are per dimension:

Different text will be shown for each dimension.

The following describes dimension X

(therefore, there are 9 items of text for each condition listed below – one for each of the nine dimensions)

AS-IS text based on AS-IS gap marker (derived by algo STQ11):

If gap marker = blank, then blank

Else If gap marker = 1, then show text [Xa]

Else If gap marker = 2, then show text [Xb]

Else If gap marker = (3, 4 or 5), then show text [Xc]

Else If gap marker = 6, then show text [Xd]

Else show text [Xe]

AS-AR text based on AS-AR gap marker (derived by algo STQ13):

If gap marker = blank, then blank

Else If gap marker = 1, then show text [Xf]

Else If gap marker = 2, then show text [Xg]

Else If gap marker = (3, 4 or 5), then show text [Xh]

Else If gap marker = 6, then show text [Xi]

Else show text [Xi]

AR-IR text based on AR-IR gap marker (derived by algo STQ12):

If gap marker = blank, then blank

Else If gap marker = 1, then show text [Xk]

Else If gap marker = 2, then show text [XI]

Else If gap marker = (3, 4 or 5), then show text [Xm]

Else If gap marker = 6, then show text [Xn]

Else text [Xo]

AR-norms text based on AR-norms data marker (derived by algo STQ10):

If data marker = blank, then show blank

Else If data marker = 1, then show text [Xp]

Else If data marker = 2, then show text [Xq]

Else show text [Xr]

Summary text

- If AS-AR gap marker \neq (3, 4, 5 or 6), then AS-AR gap is area for focus and show summary text [Xw] and highlight AS-AR text/chart
- Else if AR-IR gap marker \neq (3, 4, or 5), then AR-IR gap is area for focus and show summary text [Xx] and highlight AR-IR text/chart
- Else if AR-norms marker = (1 or 2), then AR-norms comparison is area for focus and show text [Xy] and highlight AR-norms text/chart
- Else user is a super dooper whizz kid, mate,
 - and show text [Xz] and highlight AR-norms text/chart

Transforming Learning Algorithm/Chart/Table Summary Document

TF2b

Secondary teachers Gap and absolute levels Text Algo - across dimensions (2)

Flow diagram ref:

FEED ST1

Owned by: Category: Deadline:	SL Feedback 15-Oct	Status: (Discussed, Dummy, D1, D2, QA, BB, XPT) Date:	Discussed D1 21/10/00
Authorship team:	BW	Challenge:	В
Notes:	(This is identical in structure to HF2b, but draws off different dimensions)	Type: Text Se	election for charts
	[a], [b] and [c] are parameters to be defined following norm dataset analysis	Time 2:	FEED ST2
	A to J are pieces of text (making up text matrix Cj4)		

This text selection algorithm serves two separate charts that appear on separate screens and each shows all dimensions together:

- SA-RA
- self actual—rater actual gaps (modulus thereof!)
- RA-norms
- all RA data with zig-zag norm lines behind

Each chart may have displayed with it the intro text (shown as a different element on the flowchart) and will have displayed with it the text selected by this algorithm.

SA-RA chart

The text is selected using an average of the modulus of the SA-RA gap and RA-RI gap scores for all dimensions (ie. always positive). If (and only if) there is no significant SA-RA gap (overall average is less that [a]), then text for overall RA-RI gap is induced:

Calculating the overall averages:

- 'Overall Average Modulus SA-RA gap' = average (|SA-RA scores for each dimension|)
- 'Overall Average Modulus RA-RI gap' = average (|RA-RI scores for each dimension|) (where missing data/invalid dimensions = blank, not zero)

Selecting the text (X = number of valid dimensions):

If 'Overall Average Modulus SA-RA gap' < [a],

(then show text A

AND If 'Overall Average Modulus RA-RI gap' < [c], then show text D Else If (>(X/2) RA-RI gaps) are negative, then show text E Else If 'Overall Average RA-RI gap' \ge 0, then show text E Else show text F)

Else if 'Overall Average SA-RA gap' \geq [b] then show text C Else show text B

AR-norms chart

Text is selected based on the pattern of AR-norm results across all the dimensions:

Looking at all valid dimensions:

If CSI AR-norm data marker (derived in HQ22) = Low [= 1] for all dimensions, then show text G

Else if CSI AR-norm data marker (derived in HQ22) = Medium [= 2] for all dimensions, then show text H

Else if CSI AR-norm data marker (derived in HQ22) = High [= 3] for all dimensions, then show text I

Else show text J

[or other combinations? Such as none low/none high?]

Transforming Learning Algorithm/Chart/Table Summary Document

TF13a

Primary teachers gap and absolute level Text Algo - per dimension (2)

Flow diagram ref:

FEED PT1

Owned by: Category: Deadline:	SL Feedback 15-Oct	Status: (Discussed, Dummy, D1, D2, QA, BB, XPT) Date:	Discussed D1 21/10/00
Authorship team:	BW	Challenge:	В
Notes:	This has been greatly simplified – a 'text selection matrix' may not be required, but rather just a text matrix Xf to Xj, Xp to Xr and Xw, Xy and Xz are items of text (x9), to be defined in text matrix Ca19 (need to be amendable in future) – [perhaps the same as TF2a/text matrix Ca6 items?]	Type: Text Selection for charts Time 2: FEED PT2	
	DO WE NEED TO INTRODUCE A FOURTH 'CHART' TO THE FLOW DIAGRAMS – THE FOCUS CHART (WE KNOW WE NEED TO INTRODUCE A THIRD – THE 'AS' CHART IS CURRENTLY NOT INCLUDED)?		

Text selection algorithm serves two of three different charts (which we are calling 'chart elements') and summary information, in the following order:

- AS-AR comparison of self and average rater scores
- AR-norms comparison of average rater scores with norm scores
- Summary information

The AS chart, which is shown first, has static text associated with it (therefore three chart elements all together, *requiring amendment in flowcharts which only shows two*) – so there are three charts elements all together.

The charts build up, one element at a time (AS data and static text first), until data for all three chart elements are shown on the same screen. As each chart element appears, any previously shown elements fade into the background, and, on the same screen, a single item of text is shown for the current element of the chart (selected using gap markers and

data markers, as appropriate, as shown below). An individual brings up the next chart element by choosing the next button. It is envisaged that the intro text to each chart (shown as a separate item on the flow diagrams) may also be shown on the same screen as the charts (somewhere at the top of the screen).

Finally, when the user chooses the 'next' button from the AR-norms chart, the all three chart elements stay on the screen, but this time a particular element of the chart is highlighted as the area for focus (other elements fade into the background). There is also a piece of summary text that describes the area on which an individual should focus their efforts — this area for focus and hence the summary text and chart element for highlighting is selected based on the pattern of scores across the four chart elements. In addition to the summary text, the two items of text (for AS-AR and AR-norms chart elements) re-appear together on the final chart screen, with a highlight/arrow (or something) indicating the item for focus. Also on the same screen, there will be some static text describing the move to the next dimension or the move to the next activity if this is the last dimension.

All text selections are per dimension:

Different text will be shown for each dimension.

The following describes dimension X

(therefore, there are 9 items of text for each condition listed below – one for each of the nine dimensions)

AS-AR text based on AS-AR gap marker (derived by algo PTQ8):

If gap marker = blank, then blank

Else If gap marker = 1, then show text [Xf]

Else If gap marker = 2, then show text [Xg]

Else If gap marker = (3, 4 or 5), then show text [Xh]

Else If gap marker = 6, then show text [Xi]

Else show text [Xi]

AR-norms text based on AR-norms data marker (derived by algo PTQ7):

If data marker = blank, then show blank

Else If data marker = 1, then show text [Xp]

Else If data marker = 2, then show text [Xq]

Else show text [Xr]

Summary text

If AS-AR gap marker \neq (3, 4, 5 or 6), then AS-AR gap is area for focus and show summary text [Xw] and highlight AS-AR text/chart

Else if AR-norms marker = (1 or 2), then AR-norms comparison is area for focus and show text [Xy] and highlight AR-norms text/chart

Else user is a super dooper whizz kid, mate,

and show text [Xz] and highlight AR-norms text/chart

Transforming Learning Algorithm/Chart/Table Summary Document

TF13b

Primary teachers gap and absolute level Text Algo - across dimensions (2)

Flow diagram ref:

FEED PT1

Owned by: Category: Deadline:	SL Feedback 15-Oct	Status: (Discussed, Dummy, D1, D2, QA, BB, XPT) Date:	Discussed D1 21/10/00
Authorship team:	BW	Challenge:	В
Notes:	[a] and [b] are parameters to be defined following norm dataset analysis (not the same as [a] and [b] in TF2b) A to J are pieces of text (making up text matrix Cj4 – same for primary and secondary)	Type: Text S	election for charts FEED PT2

This text selection algorithm serves two separate charts that appear on separate screens and each shows all dimensions together:

- SA-RA

- self actual—rater actual gaps (modulus thereof!)

- RA-norms

- all RA data with zig-zag norm lines behind

Each chart may have displayed with it the intro text (shown as a different element on the flowchart) and will have displayed with it the text selected by this algorithm.

SA-RA chart

The text is selected using an average of the modulus of the SA-RA gap scores for all dimensions (ie. always positive).

Calculating the Overall Average:

'Overall Average SA-RA gap' = average (|SA-RA scores for each dimension|) (where missing data/invalid dimensions = blank, not zero)

Selecting the text:

If 'Overall Average SA-RA gap' < [a], then show text A Else if 'Overall Average SA-RA gap' ≥ [b] then show text C Else show text B

AR-norms chart

Text is selected based on the pattern of AR-norm results across all the dimensions:

Looking at all valid dimensions:

If CSI AR-norm data marker (derived in HQ22) = Low [= 1] for all dimensions, then show text G

Else if CSI AR-norm data marker (derived in HQ22) = Medium [= 2] for all dimensions, then show text H

Else if CSI AR-norm data marker (derived in HQ22) = High [= 3] for all dimensions, then show text I

Else show text J

[or other combinations? Such as none low/none high?]